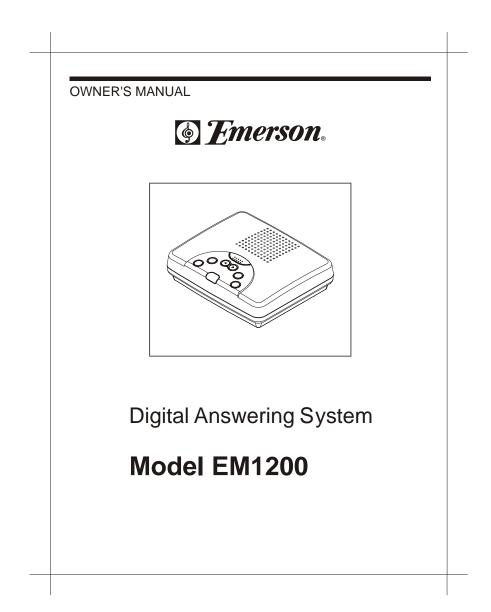
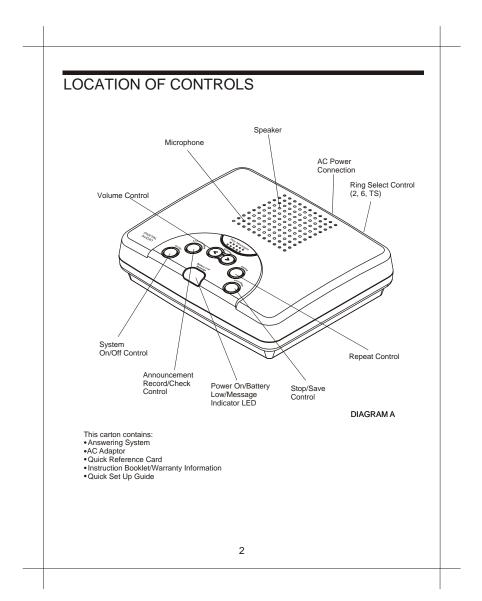
ZK58701IA00-R EM1200 IB SIZE: 105 x 138 mm





IMPORTANT SAFETY INSTRUCTIONS

When using your telephone equipment, basic safety procedures should always be followed to reduce risk of fire, electric shock and injury to persons including the following:

 Read and understand all instructions.
 Follow all warnings and instructions marked on the product.

3. Unplug this product from the wall outlet before cleaning. Do not use liquid cleaners or aerosol cleaners.

Use a damp cloth for cleaning. 4. Do not use this product near water, for example, near a bathtub, washbowl, kitchen sink, laundry tub, in a wet basement, or near a swimming pool. 5. Do not place this product on an unstable cart, stand, or table. The product may fall causing serious damage to the product.

6. Slots and openings in the cabinet and the back or bottom are provided for ventilation, to protect from overheating. These openings must not be blocked by placing the product on a bed, sofa, rug, or other similar surface. This product should not be placed in a built-in installation unless proper ventilation is provided.

 This product should be operated only from the type of power source indicated on the marking label. If you are not sure of the type of power supply to your home, consult your dealer or local power company.

8. Never push objects of any kind into this product through cabinet slots as they may touch dangerous voltage points or short out parts that could result in a risk of fire or electric shock. Never spill liquid of any kind on the product.

9. To reduce the risk of electric shock, do not disassemble this product, but take it to a qualified serviceman when some service or repair is required. Opening or removing covers may expose you to dangerous voltages or other risks. Incorrect reassembly can cause electric shock when the appliance is subsequently used.
10. Unplug this product from the wall outlet and refer servicing to qualified service personnel under the following conditions:

A. When the power cord or plug is damaged or frayed.

B. If liquid has been spilled into the product.

C. If the product has been exposed to rain or water.

D. If the product does not operate normally by following the operating instructions. Adjust only those controls that are covered by the operating instructions because improper adjustment of other controls may result in damage and will often require extensive work by a qualified technician to restore the product to normal operation.

E. If the product has been dropped or the cabinet has been damaged.

F. If the product exhibits a distinct change in performance.

11. Avoid using a telephone(other than

IMPORTANT SAFETY INSTRUCTIONS (Cont.)

a cordless type) during an electrical storm. There may be a remote risk of electric shock from lightning.

 Do not use the telephone to report a gas leak in the vicinity of a leak.
 Do not allow anything to rest on power cord. Do not locate this product where the cord will be abused by persons walking on it.

14. Do not dispose of the battery(ies) in a fire. The cell may explode. Check with local codes for possible special disposal instructions.

SAVE THESE INSTRUCTIONS

CAUTION

To Reduce the risk of Fire or Injury to Persons, Read and Follow these instructions.

1. Use alkaline battery(ies) of size indicated in the battery compartment. 2. Do not open or mutilate the battery(ies). Released electrolyte is corrosive and may cause damage to the eyes or skin. It may be toxic if swallowed.

3. Exercise care in handling batteries in order not to short the battery with conducting materials such as rings, bracelets, and keys. The battery or conductor may overheat and cause burns.

 Do not attempt to recharge the battery(ies) provided or identified for use with this product. The batteries may leak corrosive electrolyte or explode.

5. Do not attempt to rejuvenate the battery(ies) provided with or identified for use with this product by heating them. Sudden release of the battery electrolyte may occur causing burns or irritation to the eyes or skin. 6. When replacing batteries, all batteries should be replaced at the same time. Mixing fresh and discharged batteries could increase internal cell pressure and rupture the discharged battery(ies). (Applies to product employing more than one separately replaceable primary battery). When inserting batteries into this product, the proper polarity or direction must be observed. Reverse insertion of batteries can cause charging, and that may result in leakage or explosions. (Applies to product employing more than one separately replaceable primary battery). 8. Remove the batteries from this product if the product will not be used

CAUTION (Cont.)

for a long period of time (several months or more) since during this time the battery could leak in the product. 9. Properly discard "dead" batteries as soon as possible since "dead" batteries are more likely to leak in a product. 10. Do not store this product, or the batteries provided with or identified for use with this product, in high temperature areas. Batteries that are stored in a freezer or refrigerator for the purpose of extending shelf life should be protected from condensation during storage and defrosting. Batteries should be stabilized at room temperature prior to use after cold storage.

INSTALLATION INSTRUCTIONS

1. Never install telephone wiring during a lightning storm.

2. Never install telephone jacks in wet locations unless the jack is specifically designed for wet locations.

3. Never touch uninsulated telephone

INSTALLATION

Choose Your Location

Your unit must be placed on a hard, flat surface and connected to both the telephone wall jack and an AC power source. Allow at least one inch to the rear and four inches above the unit for ventilation.

To Install One 9 Volt Battery One 9 volt battery (not included) is required to maintain your Outgoing Announcement and recorded messages during a power failure. If there is a power failure and the battery is not installed, both your Outgoing network interface. 4. Use caution when installing or modifying telephone lines.

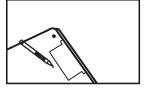
line has been disconnected at the

wires or terminals unless the telephone

Announcement and recorded messages will be lost.

 Make sure AC adaptor is unplugged from electrical outlet.
 Open the battery door with a ball-

point pen.



INSTALLATION (Cont.)

Install one 9 volt battery.

4. Replace battery door connect the AC adaptor.

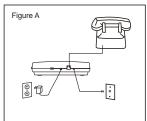
5. Install a replacement battery once a year to ensure proper operation of the power failure protection feature.

Your message LED will flash rapidly until 9 Volt battery is installed. Your unit is fully functional - battery is needed for power failure backup ONLY.

Connect to Telephone Line

1. Plug your telephone into the modular TEL jack in the back of your unit (Fig. A). complies to FCC Part 68.

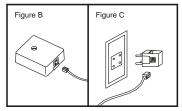
NOTE: We do not recommend that you plug a cordless telephone into your unit. Operation of a digital answering system may cause interference on your cordless telephone.



2. Plug the straight end of the cord into a modular wall jack. Make sure plug snaps firmly in place (Fig. B). or

3. With a four prong style jack, simply

use a plug in modular adaptor (see Fig. C).



NOTE:

The jack RJ11C of the fixed line cord

Connect to AC Power

(Use only SYSTEM EM1200 AC Adaptor of Output AC 9V 150mA)

1. Plug AC Adaptor cord into the back of your unit (Fig. A).

2. Plug AC Adaptor into a standard 120 Volt wall outlet.

3. When your unit is initially plugged in, the message indicator is consistently flashing slowly to prompt you to record your outgoing announcement.

6

UNDERSTANDING YOUR MESSAGE INDICATOR LED (WHY THE GREEN LIGHT IS FLASHING)

MESSAGE INDICATOR STATUS	REASON	ACTION
Message Indicator is consistently flashing slowly.	No outgoing message has been recorded.	See section on recording your outgoing announcement (below).
Message Indicator flashes rapidly.	A 9 volt alkaline battery (not included) has not been installed or needs to be replaced.	Install a fresh 9 volt alkaline battery. (Battery provides power failure backup. Unit is functional without it).
Message Indicator flashes to indicate number of messages received and then repeats.	Messages have been received.	Press Play control to hear your message.
Message Indicator is lit solid	System is in Answer Mode.	No action required. Unit is ready to receive calls

RECORDING YOUR OUTGOING ANNOUNCEMENT

To record your own personalized outgoing message:

1. Press and hold down the

ANNOUNCEMENT Record/Check control.

2. After you hear one beep tone, speak clearly towards the built in microphone. You have a maximum of 30 seconds to record your announcement.

3. When finished, release button. NOTE: You have 30 seconds recording

time for your outgoing message. If your unit beeps while you are recording, you have exceeded the time limit. Record a shorter outgoing message.

Sample Message:

"Hello, this is _

Can't come to the phone right now, please leave your name and phone number after the long beep. You will have 45 seconds to leave your message. Thank you for calling." Checking Your Outgoing Message 1. Press the ANNOUNCEMENT Record/Check control once quickly. 2. Your outgoing announcement will be played back to you and your system will reset to answer incoming calls.

NOTE: You must play back all incoming messages before changing the outgoing announcement. Recording a new announcement will reset the message counter and any message will be lost. Please refer to the beginning of this section to correct. **Volume Control**

Use the electronic VOLUME control on the face of your unit to set the speaker to the desired sound level. Pressing the VOLUME control ▲ or ▼ increases and decreases the volume.

MESSAGE PLAYBACK

When the message indicator flashes, pauses, and repeats you have received messages. The number of flashes indicates the amount of messages received (up to 10)

To Hear Your Message

 Press and release the PLAY MESSAGES control on your unit.
 The unit will automatically playback your messages in the order they were received.

3. A beep tone will be heard at the end of each message.

4. Your unit will automatically stop after the last message.

5. New incoming messages will replace old messages unless you follow the SAVE procedure.

To Stop Playback of Incoming Messages

Press and release the STOP/SAVE control. Your unit will reset to answer incoming calls and save all messages.

To Repeat Current Message

During playback, press and release the REPEAT control once quickly.

To Playback the Previous Messages During playback, press the REPEAT control twice within 2 seconds.

To Save Your Message

To save your messages after listening to them.

A. During playback, press and release the STOP/SAVE control. Your unit will reset to answer incoming calls and save all messages.

or

B. After the last message and two beep tones, press and hold the STOP/ SAVE control for 2 seconds. All messages will be saved and the message counter will flash indicating the number of messages received.

IMPORTANT

You must follow the above "SAVE" procedure each time you listen to your incoming message and before the system answers a new incoming call.

SPECIAL FEATURES

Message Capacity Full Detection

Your unit will signal the caller when the message capacity is full. The unit will answer the phone after 10-11 rings, emit 3 beeps tones, pause 10 seconds, and then disconnect the telephone line automatically.

Voice Activated Recording (VOX) Your unit records voice for up to 45 seconds as long as the caller speaks. To avoid unnecessary pauses due to hangup and to save message capacity, your unit automatically stops recording after 7 seconds of silence. Call Screening

To listen to an incoming call without picking up the phone, let your unit answer the phone when it rings.

SPECIAL FEATURES (Cont.)

If you don't want to talk to the caller, just let your unit take a message, adjust the volume control on the face of the unit to listen. If you don't want to listen to the caller's message, lower the volume.

NOTE: Callers will be unaware that you are screening their calls, and they will not be able to hear you unless you pick up the phone or an extension phone. If you want to talk to the caller, pick up the phone and talk.

To Turn Unit Off

If you do not want your system to answer calls, press the answer ON/OFF control. The message indicator will turn off to signal that the unit will not answer or record your phone calls.

Automatic Disconnect

Automatically shuts off outgoing message when any phone in the home is picked up.

If any phone in the home is picked up during incoming message recording, the unit should automatically stop and previous portion of message will be recorded and counted as 1 message. If the unit does not stop, press the hook switch of the telephone for about one second and release.

Battery Indicator

The green message/battery indicator will flash rapidly to indicate 9 volt battery needs to be installed or replaced.

Adjustable Ring Select selects the number of rings (2,6, or TS) your unit will answer on. The unit will answer on the ring number selected.

Toll Save (TS)

Your unit has a built-in automatic toll saving feature. This feature lets you know if you have received any messages before it answers, thus saving you on long distance costs.

How Toll Saver Works When calling your unit from a remote location to check for your message, listen to the number of rings.

 No Messages received If your phone rings more than two times, you will know that you don't have any messages, so you can hang up on the third ring before your unit answers and save the cost of the call.

NOTE: If no message are received, your unit will answer the call after the sixth ring.

2. Messages received

If your unit answers after only 2 rings, you will know that you have received messages, which you can then retrieve by following the Remote Message playback section.

NOTE: If your unit answers after 10 rings, it indicates the message memory capacity is full. You may retrieve your messages remotely or hang up.

SPECIAL FEATURES (Cont.)

Power Failure Protection/Battery Back Up

If power failure occurs, or the plug comes out of the wall, your unit will shut down until the power is restored.

If you have installed a 9 volt battery, any messages recorded before the power failure will be saved. The message indicator will flash indicating the number of messages received.

If your unit is not operating properly when the power is restored, proceed with a unit reset.

To Reset

1. Unplug the AC adaptor from the power outlet.

2. Remove the 9 volt battery. Replace with a fresh 9 volt battery (see page 5). 3. Plug AC adaptor back into power outlet.

4. Record a new outgoing announcement (see page 7).

IMPORTANT

During a power outage, your unit will not function even if a 9 volt battery is installed. The battery will save your outgoing message and any incoming messages you may already have received so that you can play them once power comes back on.

REMOTE OPERATION

Remote Security Code

There is a three digit security code located on the bottom of your unit. Remember this number. You will need it to get your messages by remote when calling from a touch-tone phone. A space has been provided on the enclosed Quick Reference Card to write down your code.

Remote Turn On

If you forget to turn on your unit, you can call and remotely turn it on. 1.Call your phone number from a touchtone phone.

2. The unit will answer after 9 to 10 rings, automatically turn on and play your outgoing message.

3. All subsequent calls will be answered. **Messages Playback**

1. Call your phone number from a touch tone phone.

2. Your unit will answer and play the outgoing announcement. Then you will hear a beep to signal that it is ready to record an incoming message.

3. Within ten seconds of the beep tone dial your 3 digit security code by pressing and holding each digit for 1 second.

4. Your unit will emit 4 short beep tones once correct code is detected and playback all incoming messages. After the last message your unit will emit 4 short beep tones.

5. To repeat the remote message playback, dial your 3 digit security code again within 10 seconds of the last 4 beep tones. 6. To end the remote message playback, hang up. All messages are automatically saved and your unit will reset itself to answer the next incoming call.

Remote Message Erase

1. After listening to your messages, the unit will emit 4 short beep tones, pause for 10 seconds and emit one beep tone. 2. Immediately after this single beep tone, dial your 3 digit security code, pressing and holding each digit for one full second.

3. Your unit will emit 4 short beep tones and disconnect the line. All messages will be automatically erased and your system will reset itself to answer the next incoming call

To Retrieve Messages When Recording Memory is Full

 When maximum digital recording memory is reached, the unit will answer with 3 beep tones on the 10th ring.
 Within 10 seconds after the beep tones, dial your 3 digit security code.
 Your unit will emit 4 short beep tones once correct code is detected and playback all incoming messages.

IMPORTANT

Remote messages retrieval will not work when calling in from a rotary or pushbutton pulse dialing phone unless a tone generator is used. Also, some tone dialing phones (cellular, PBX, etc.) Only output tones for a fraction of a second. If you experience difficulty with remote operation, try another phone, or use a separate tone generator.

Troubleshooting Guide

DON'T RETURN IT YET!

If you have followed the instructions in this manual, and have difficulty operating your Digital Answering System, locate the PROBLEM in the left column below.

Check the corresponding POSSIBLE CAUSE and CORRECTIVE ACTION columns to locate and remedy problem. If the solution to your problem is not listed below, call our toll-free service number 1-877-SOUTHTEL (1-877-768-8483) and one of our experts will talk you through the problem.

PROBLEM	POSSIBLE CAUSE	CORRECTIVE ACTION
Unit is not operating properly	Power failure	Proceed with a unit reset. (see p. 10)
My message indicator won't stop flashing	Various	Refer to Understanding Your Message Indicator. (See p. 8)
No answer	Unit is in the "OFF" mode	Check to verify if message counter is lit. Press Answer ON/OFF control to turn unit on.

Itouplesi	hooting Guide (Con	it.)
PROBLEM	POSSIBLE CAUSE	CORRECTIVE ACTION
No answer	AC adaptor is disconnected from wall outlet or back of unit	Reconnect AC adaptor into wall outlet or back of unit.
	Power to electrical outlet may be off	Check to see if electrical outlet is controlled by a light switch and power is on, or wall outlet may not be functioning, try connecting to a different wall outlet.
	Telephone line is not connected to wall jack	Connect telephone line into wall jack. Telephone wall jack may not be functioning, try connecting unit into a different telephone wall jack.
No incoming messages recorded	Unit is in the "OFF" mode	Check to verify message counter is lit. Press Answer ON/OFF control to turn unit on.
	AC adaptor is disconnected from wall outlet or back of unit	Reconnect unit into wall outlet or back of unit. Try connecting to a different wall outlet
	Power to electrical outlet may be off	Check to see if electrical outlet is controlled by a light switch and power is on.
	Telephone line is not connected to wall jack	Connect telephone line into wall jack. Try connecting unit into a different telephone wall jack.
	No audio on outgoing greeting	Check your outgoing greeting. If you do not hear audio, record a new outgoing announcement. See the section an "Recording Your Outgoing Announcement".
No power	AC adaptor is disconnected from wall outlet or back of unit	Reconnect AC adaptor into wall outlet or back of unit. Try connecting to a different wall outlet.
	Power to electrical outlet may be off	Check to see if electrical outlet is controlled by a light switch and power is on.

PROBLEM	POSSIBLE CAUSE	CORRECTIVE ACTION
No remote operation	Unit is in the "OFF" position	Check to verify if message counter is lit.
	AC adaptor is disconnected from wall outlet or back of unit	Reconnect AC adaptor into wall outlet or back of unit. Try connecting to a different wall outlet.
	Power to electrical outlet may be off	Check to see if electrical outlet is controlled by a light switch and power is on.
	Calling from a phone that is not outputting tone dialing (rotary, PABX, cellular).	Try calling your unit from a different (non-PABX, non-cellular) phone.
	Telephone line is not connected to wall jack	Connect telephone line into wall jack. Try connecting into a different telephone wall jack.
	Security code not entered correctly	3 digit remote security code must be entered after your outgoing announcement Press and hold each digit for more than 1 second.
	Remote security code being used differs from the code on the bottom of unit	Verify that the remote security code being used matches the code on the bottom of the unit.
After a power outage, outgoing announcement and incoming messages are lost	A 9 volt battery has not been installed or needs to be replaced	Install a fresh, alkaline 9 volt battery to maintain your outgoing announcement and incoming messages in the event of a power failure.
The machine beeps during the recording of my outgoing messages	The outgoing message you are recording is too long	Record a shorter outgoing message (less than 30 seconds).
The machine is cutting off incoming messages	The incoming message is too long	Maximum recording time for incoming messages is 45 seconds.

FCC AND TELEPHONE COMPANY INFORMATION

This equipment complies with Part 68 of the FCC rules and the requirements adopted by the ACTA. On the bottom of this equipment is a label that contains, among other information, a product in the format US:AAAEQ#TXXX. If requested, this number must be provided to the Telephone company. The FCC Registration Number and Ringer Equivalence Number (REN) for this equipment. You must, upon request, provide this information to your telephone company. The REN is useful to determine the number of devices that may be connect to a telephone line. Excessive RENs on a telephone line may result in the devices not ringing in response to an incoming call. In most but not all areas, the sum of RENs should not exceed five (5.0). To be certain of the number of devices the may be connect to a line, as determined by the RENs, contact the local telephone company. [For product approved After July 23, 2001, the REN for this product is part of the product identifier that has the format US:AAAEQ#TXXX. The digits represented by ## are the REN without a decimal point (e.g., 03 is a REN of 0.3). For earlier products, the REN is separately shown on the label. To determine the maximum REN for your calling area.

If your telephone equipment causes harm to the telephone network, the telephone company may discontinue your service temporarily. If possible, they will notify you in advance. But if advance notice isn't practical, you will be notified as soon as possible. You will be informed of your right to file a complaint with the FCC.

Your telephone company may make changes in its facilities, equipment, operation or procedures that could affect the proper functioning of your equipment. If they do, you will be notified in advance to give you an opportunity to maintain uninterrupted telephone service. If you experience trouble with this telephone equipment disconnect from the network until the problem has been corrected or until you are sure that the equipment is not malfunctioning.

This equipment may not be used on coin service provided by the telephone company. Connection to party lines is subject to state tariffs.

Warning: Changes or modifications to this unit not expressly approved by the party responsible for compliance could void the user's authority to operate the equipment.

NOTE: This equipment has been tested and found to comply with the limits for a Class B digital device, pursuant to Part 15 of the FCC Rules. These limits are designed to provide reasonable protection against harmful interference in a residential installation. This equipment generates, uses and can radiate radio frequently energy and, if not installed and used in accordance with the instructions, may cause harmful interference to radio communications. However, there is no guarantee that interference will not occur in a particular installation. If this equipment does cause harmful interference to radio or television reception, which can be determined by turning the equipment off and on, the user is encouraged to try to correct the interference by one or more of the following measures:

- Increase the separation between the equipment and receiver.
- Connect the equipment into and outlet on a circuit different from that to which the receiver is connected.
- · Consult the dealer or an experienced radio TV technician for help.

An applicable certification jacks Universal Service Order Codes (USOC) for the equipment is provided (i.e., RJ11C) in the packaging with each piece of approved terminal equipment.

À plug and jack used to connect this equipment to the premises wiring and telephone network must comply with the applicable FCC Part 68 rules and requirements adopted by the ACTA. A compliant telephone cord and modular plug is provided with this product. It is designed to be connected to a compatible modular jack that is also compliant. See installation instructions for details.

NOTICE: If your home has specially wired alarm equipment connected to the telephone line, ensure the installation of this [equipment ID] does not disable your alarm equipment. If you have questions about what will disable alarm equipment, consult your telephone company or a qualified Installer.

NOTICE: According to telephone company reports, AC electrical surges, typically resulting from lightning strikes, are very destructive to telephone equipment connected to AC power sources. To minimize damage from these types of surges, a surge arrester is recommended.

WARRANTY INFORMATION

90 DAYS LIMITED WARRANTY

In the unlikely event that this product is defective, or does not perform properly , you may within ninety (90) days from your original date of purchase return it to the authorized service center for repair or exchange.

TO OBTAIN WARRANTY SERVICE:

- Provide proof of the date of purchase within the package (Dated bill of sale)

Prepay all shipping costs to the authorized service center, and remember to insure your return.
 Include a return shipping address (no P.O. Boxes), a telephone contact number, and the

defective unit within the package. Describe the defect or reason you are returning the product. Your product will be repaired or replaced, at our option, for the same or similar model of equal value if examination by the service center determines this product is defective. Products received damaged, as a result of shipping will require you to file a claim with the carrier.

The shipping address of the authorized service center is:

Southern Telecom Inc. ATTN: Returns Department 14-C 53rd Street Brooklyn, NY 11232

Should you have any questions or problems concerning this product, please contact our customer service department via email at cs@southerntelecom.com.

To obtain service after the warranty period, please email cs@southerntelecom.com with product information, date of purchase and nature of the problem. Customer service will reply to the email with service instructions.

Warranty service not provided

This warranty does not cover damage resulting from accident, misuse, abuse, improper installation or operation, lack of reasonable care, and unauthorized modification.

This warranty is voided in the event any unauthorized person opens, alters or repairs this product. All products being returned to the authorized service center for repair must be suitably packaged. Limitation of Warranty:

• THE WARRANTY STATED ABOVE IS THE ONLY WARRANTY APPLICABLE TO THIS PRODUCT. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED (INCLUDING ALL IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE) ARE HEREBY DISCLAIMED. NO VERBAL OR WRITTEN INFORMATION GIVEN BY SOUTHERN TELECOM INC. IT'S AGENTS, OR EMPLOYEES SHALL CREATE A GUARANTY OR IN ANY WAY INCREASE THE COPE OF THIS WARRANTY.

• REPAIR OR REPLACEMENT AS PROVIDED UNDER THIS WARRANTY IS THE EXCLUSIVE REMEDY OF THE CONSUMER, SOUTHERN TELECOM INC. SHALL NOT BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES RESULTING FROM THE USE OF THIS PRODUCT OR ARISING OUT OF ANY BREACH OF ANY EXPRESS OR IMPLIED WARRANTY ON THIS PRODUCT. THIS DISCLAIMER OF WARRANTIES AND LIMITED WARRANTY ARE GOVERNED BY THE LAWS OF THE STATE OF NEW YORK. EXCEPT TO THE EXTENT PROHIBITED BY APPLICABLE LAW, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ON THIS PRODUCT IS LIMITED TO THE APPLICABLE WARRANTY PERIOD SET FORTH ABOVE.

 SOME STATES DO NOT ALLOW THE EXCLUSION NOR LIMITATION OF INCIDENTAL, CONSEQUENTIAL DAMAGES, OR LIMITATIONS ON HOW LONG AN IMPLIED WARRANTY LASTS SO THE ABOVE LIMITATIONS OR EXCLUSION MAY NOT APPLY TO YOU.
 THIS WARRANTY GIVES YOU SPECIFIC LEGAL RIGHTS, AND YOU ALSO MAY HAVE OTHER RIGHTS THAT VARY FROM STATE TO STATE.